

Welcome to the

JEA Awards Meeting

March 9, 2023 10:00 AM EST

You have been joined to the meeting with your **audio muted** by default.

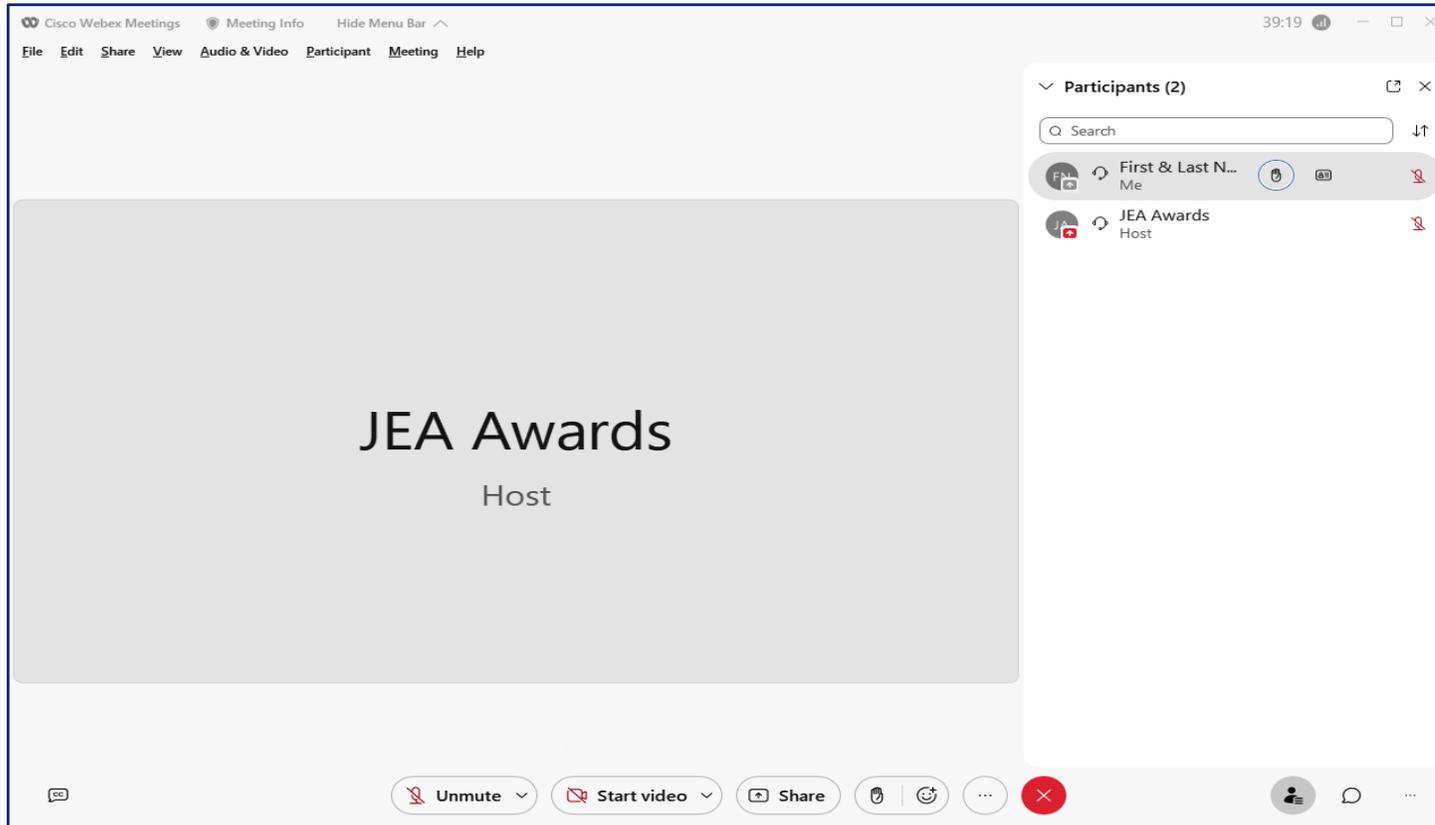
At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on JEA.com, public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact **Cecil Camacho** by telephone at **(904) 568-7271** or by email at **camac@jea.com** if you experience any technical difficulties during the meeting.



Awards Meeting – Public Comments



Controls for Public Comments

Located on the bottom-right side of your screen you will find an icon that looks like a person  labeled Participants. This option will allow you to see a long list of individuals who have joined today's meeting.

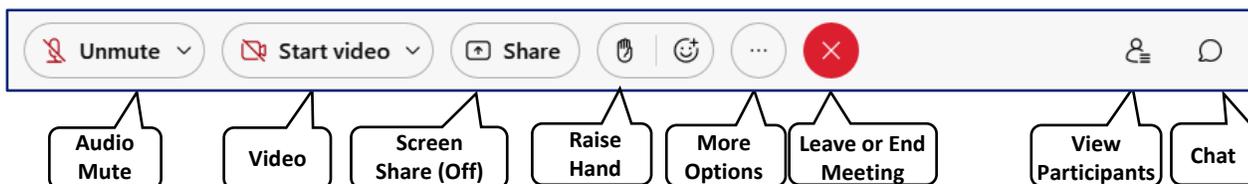
At the top of this list, your name will be visible and to the right you will notice a gray icon that looks like a hand .

If you click it, it will show a slash through the hand  letting us know that you would like to be recognized for comment, additionally you may click it again to lower your hand.

For those that may have called in directly, there are 2 additional ways that you can notify us that you would like to provide comment. The first is by **pressing *3** on your phone, which will raise your hand. The second way you may notify us is to **press *6** to unmute your line.

If you unmute your line, please state your name so that everyone may hear who is speaking before providing your comment.

Below is a summary of the meeting controls you will see at the bottom of your screen.



**AWARDS
COMMITTEE
AGENDA**

DATE: Thursday, March 9, 2023

TIME: 10:00 A.M.

PLACE: JEA, Customer Center, Bid Office, 1st Floor, 21 West Church Street, Jacksonville, FL
32202 OR
WebEx/Teleconference
WebEx Meeting Number (access code): 2309 526 2709
WebEx Password: cQMmJPHA823

Public Comments:

Awards:

1. Approval of the minutes from the last meeting(03/02/2023)
2. Request approval to award a renewal and contract increase to American Construction Enterprises of NE FL, Inc. in the amount of \$470,069.73, for a new not-to-exceed amount of \$2,836,464.77, subject to the availability of lawfully appropriated funds.
3. Request approval for a contract amendment to Ring Power Corporation in the amount of \$943,374.00 for the purchase of three (3) 5 Ton Reel Trucks and contract termination to Kenworth of Jacksonville Inc. in the amount of \$460,888.00 for the purchase of two (2) 5 Ton Reel Trucks, for a new not-to-exceed amount of \$3,528,958.17, subject to the availability of lawfully appropriated funds.
4. Request approval to award contracts to Anixter (\$1,410,204.45), Stuart C. Irby Co. (\$1,439,765.06) and Tri-State Utility Products (\$5,628,890.24) for the supply of Storm Stock Electrical Items, for a total amount of \$8,478,859.75, subject to the availability of lawfully appropriated funds.
5. 1410927046 – Request approval to award a contract to RTS Water Solutions, LLC for Installation Services for Water AMI Meters and Endpoints in the amount of \$11,089,293.78, subject to the availability of lawfully appropriated funds.

Informational Items: N/A

Open Discussion: N/A

Public Notice: N/A

General Business: N/A

SPECIAL NOTES: Copies of the above items are available in JEA Procurement, if needed for review. If a person decides to appeal any decision made by the Awards Committee, with respect to any matter considered at this meeting, that person will need a record of the proceedings, and, for such purpose, needs to ensure that a verbatim record of the proceedings is made, which record includes the evidence and testimony upon which the appeal is to be based. If you have a disability that requires reasonable accommodations to participate in the above meeting, please call 665-8625 by 8:30 a.m. the day before the meeting and we will provide reasonable assistance for you.

03-09-2023 Awards Committee

<u>Award#</u>	<u>Type of Award</u>	<u>Business Unit</u>	<u>Estimated/ Budgeted Amount</u>	<u>Amount</u>	<u>Awardee</u>	<u>Term</u>	<u>Summary</u>
1	Minutes	N/A	N/A	N/A	N/A	N/A	Approval of minutes from the 03/02/2023 meeting.
2	CONTRACT INCREASE & RENEWAL	VU	N/A	\$470,069.73	AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	Three Years w/ One (1) - One (1) Year Renewal	<p><u>Restoration of Disturbed Sod (South/East)</u></p> <p>The scope of work for this contract includes the restoration of sod in City, County and Florida Department of Transportation (FDOT) rights of way and easements (the "Work"). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The work will be in JEA's service territory on the South and East sides of the St. Johns River.</p> <p>American Construction Enterprises of NE FL, Inc. has performed well under this contract and JEA desires to execute a one year and a contract increase of \$470,069.73. The increase amount is an estimate based on the previous year spend. The vendor has agreed to keep current pricing for this renewal.</p> <p>A new not-to-exceed amount of \$2,836,464.77.</p>
3	TERMINATE AND AWARD	MCELROY	\$691,332.00	(\$460,888.00) \$943,374.00	KENWORTH OF JACKSONVILLE RING POWER CORPORATION	Project Completion (Estimated 06/30/2024)	<p><u>JEA Heavy Duty Vehicle Procurement Acquisition</u></p> <p>The purpose of this contract amendment is to terminate and deduct the original award amount from the original contract to Kenworth of Jacksonville and assign it to Ring Power Corporation.</p> <p>In April of 2022, Kenworth of Jacksonville (Kenworth) informed JEA due to delay in the availability of chassis for the 5 Ton Reel Truck, they would not be able to deliver a finished truck until Q3 of FY23. Fleet accepted the new proposal and a determination was made to place a separate order with Kenworth for one (1) additional truck for JEA's FY23 requirements based on their willingness to hold the original bid price and due to the long lead times.</p> <p>Within weeks, Kenworth began alerting JEA through a series of communications that they were further unable to fulfill their commitment. Presentation to the awards committee of</p>

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						<p>the contract increase for the additional unit was then paused as revisions to the proposal was being finalized by the supplier. These communications continued over the next five (5) months that questioned Kenworth's commitment to the project, and the level of preparedness Kenworth had when preparing the original bid, and subsequent acceptance of an additional unit. These included claims of force majeure that JEA found were largely unfounded, based less on the inability to provide the trucks and more geared towards their inability to effectively manage the project and control costs effectively since the inception of the project. JEA continued working with Kenworth including recommendation of alternative sub-vendors. On 11/28/2022, Kenworth was still claiming force majeure, and supplied JEA with a new quote for \$366,670.50 per truck and a new delivery date of Q2, FY24. This new quote had significant impacts of a price increase of over \$109K per unit when compared to their original bid, and delivery was going to take an additional nine (9) months from the revised delivery date previously communicated. Based on the increase in price and delivery, JEA approached Ring Power, the only other vendor who submitted a bid on the 5 Ton Reel Truck in the original solicitation. On 01/09/2023, Ring Power submitted a proposal of \$314,458.00 per truck and their projected delivery was Q1-Q2 of 2024. Although their price is higher than the original Kenworth quote, it is still approximately \$52K lower than Kenworth's new pricing and the delivery date is similar.</p> <p>While the issues noted above are well documented, along with JEA having lost confidence in Kenworth's ability to provide a well planned bid that allows them to maintain the lead times as presented and to keep JEA informed of changes being proposed, JEA believes it to be in the best interests to Terminate for Convenience based on legal counsel. JEA still has a strong relationship with the vendor for heavy duty fleet maintenance, and if we terminate for cause and suspend bidding privileges it would have to be across the board for all services provided by the vendor per the current language in the P-Code. JEA will be working to develop the supplier to perform to the JEA level of expectation for future opportunities, as a strong local supply base benefits not only JEA but the local community as a whole.</p> <p>JEA would like to Terminate for Convenience the original award with Kenworth for the two (2) 5 Ton Reel Trucks and</p>
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							<p>subsequent purchase order for one (1) 5 Ton Reel Trucks; additionally we would like to request a contract amendment to Ring Power Corporation for the purchase of three (3) 5 Ton Reel Trucks. Based off Ring Power's past performance, JEA is confident that they will be able to deliver the three (3) 5 Ton Reel Trucks in the time frame they have specified.</p> <p>New not-to-exceed amount of \$3,528,958.17.</p>
4	EMERGENCY / RATIFICATION	MCELROY	\$8,478,859.75	\$1,410,204.45 \$1,439,765.06 \$5,628,890.24	ANIXTER STUART C IRBY CO. TRI-STATE UTILITY PRODUCTS	One-Time Purchase	<p><u>Hurricane Ian Storm Response</u> The primary purpose for this Emergency Purchase was to spot buy electrical material needed for storm response as part of the restoration efforts after Hurricane Ian affected the JEA service area and to quickly replenish Storm Stock Items to be prepared for any future storms that could impact the JEA service area.</p> <p>This emergency purchase was to spot buy electrical material needed for storm response as part of the restoration efforts after Hurricane Ian affected the JEA service area, and to quickly replenish storm stock items to be prepared for the entirety of storm season. These items consisted of transformers, insulators, splices and miscellaneous electrical items used in the electric distribution system. The solicitation consisted of 20 transformers, an insulator, a splice and fifty (50) miscellaneous electrical items. Because of the urgency to restock storm stock items to be prepared for another potential storm, the decision was made to purchase these items based on shortest lead time and availability. In many instances our contract price with the contracted vendor was used as a baseline in which an expedite fee was then added.</p> <p>Request approval to award contracts to Anixter (\$1,410,204.45), Stuart C Irby Co. (\$1,439,765.06) and Tri-State Utility Products (\$5,628,890.24) for the supply of Storm Stock Electrical Items, for a total amount of \$8,478,859.75, subject to the availability of lawfully appropriated funds.</p>
5	INVITATION TO NEGOTIATE (ITN) 6 RESPONDENTS	PRESSLEY	\$15,000,000.00	\$11,089,293.78	RTS WATER SOLUTIONS, LLC	Project Completion (Estimated Four (4) Years)	<p><u>Installation Services for Water AMI Meters and Endpoints</u> This solicitation provides installation services for a combined estimated 396,000 Water AMI Meters and Endpoints over a period of 48 months. The installation services shall include but not be limited to:</p>

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						<ul style="list-style-type: none"> ▪ Installation of water meter endpoints in meter lids—connect endpoint to water meter by direct connection (Twist Lock) or by cutting cable pigtail on meter and splice wires using gel-caps (Section 8) ▪ Replacement of meter lids and meter boxes, as appropriate ▪ Replacement of water meters, as appropriate ▪ Plugging of empty water meter lid endpoint holes ▪ Testing and documentation of successful meter and water meter endpoint installation ▪ Verification of endpoint communication to the AMI network ▪ Transfer of information to and from FMS <p>JEA separately selected an Advanced Metering Infrastructure (“AMI”) Company to install the necessary network equipment, and headend system (“HES”) software under Solicitation#1410746046.</p> <p>This request is for \$11,089,293.78 and an estimated four (4) year of project completion work to install water AMI meters and endpoints. In addition to the lowest pricing, RTS Water Solutions, LLC received high rankings for its Design Approach and Workplan. A key differential was the ability and unqualified desire to utilize JEA’s work order system, FMS. Use of FMS greatly reduces data errors and subsequent rework. RTS Water Solutions, LLC will be installing the equipment which was previously awarded under Solicitation #1410746046 to Badger Meter, Inc. The implementation of a new Water AMI System will benefit JEA’s customers with increased ability to detect and prevent water theft, improved ability to detect water leaks and thereby decrease unaccounted water, better availability to customers to manage consumption by provision of online meter readings, increased bill accuracy and thus decrease high bill complaints, and reduced reliability on manually obtained reads.</p> <p>1410927046 – Request approval to award a contract to RTS Water Solutions, LLC for Installation Services for Water AMI Meters and Endpoints in the amount of \$11,089,293.78, subject to the availability of lawfully appropriated funds.</p>
Total Award				\$20,520,709.26		

JEA AWARDS COMMITTEE

March 02, 2023, MEETING MINUTES

The JEA procurement Awards Committee met on March 02, 2023, in person with a WebEx option.

WebEx Meeting Number (access code): 2309 526 2709

WebEx Password: cQMmJPHA823

Members in attendance were Jenny McCollum as Chief Procurement Officer, Stephen Datz as Chairperson (onsite), Stephanie Nealy as Budget Representative, Rebecca Lavie as Office of General Counsel Representative, Hai Vu as Vice Chairperson (onsite), Mark Stultz for Laura Schepis, Todd Skinner for Ricky Erixton, and Russell Caffey for Joe Orfano (onsite). Unless otherwise indicated, all attendees were via WebEx.

Chair Datz called the meeting to order at 10:00 a.m., introduced the Awards Committee Members, and confirmed that there was an in-person quorum of the Committee membership present.

Public Comments:

Chair Datz recognized the public comment speaking period and opened the meeting floor to public comments. No public comments were provided by email, phone, or videoconference.

Awards:

1. Approval of the minutes from the last meeting (02/23/2023). Chair Datz verbally presented the Committee Members the proposed February 23, 2023, minutes as presented,

MOTION: Mark Stultz made a motion to approve the February 02, 2023, minutes (Award Item 1) as presented in the committee packet. The motion was seconded by Hai Vu and approved unanimously by the Awards Committee (5-0).

The Committee Members reviewed and discussed the following Awards Items 1-8

2. Request approval to award a one-year renewal to C&L Landscape Inc. for Restoration of Disturbed Sod in the amount of \$390,197.17, for a new not-to-exceed amount of \$2,109,560.67, subject to the availability of lawfully appropriated funds.

MOTION: Russell Caffey made a motion to approve Award Item 2 as presented in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

3. Request approval for a contract increase to Dis-Tran Packaged Substations, LLC for substation packaging services in the amount of \$2,827,192.00, for a new not-to-exceed amount of \$4,614,192.00, subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu made a motion to approve Award Item 3 as presented in the committee packet. The motion was seconded by Russell Caffey and approved unanimously by the Awards Committee (5-0).

4. Request approval to award a change order to Carollo Engineers Inc. for additional design/engineering for the Buckman Biosolids Conversion Projects in the amount of \$1,086,707.24, for a new not-to-exceed amount of \$15,499,451.46, subject to the availability of lawfully appropriated funds.

MOTION: Todd Skinner made a motion to approve Award Item 4 as presented in the committee packet. The motion was seconded by Mark Stultz and approved unanimously by the Awards Committee (5-0).

5. Request approval to award a contract increase to Wharton-Smith, Inc. for equipment purchases and construction

services as part of the Buckman Biosolids Conversion Projects in the amount of \$14,514,773.00, for a new not-to-exceed amount of \$65,369,174.27, subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu made a motion to approve Award Item 5 as presented in the committee packet. The motion was seconded by Russell Caffey and approved unanimously by the Awards Committee (5-0).

6. Request approval to award a two (2) year contract renewal to DLT Solutions, LLC for Data Integration Platform as a Service (PaaS) in the amount of \$399,377.21, for a not-to-exceed amount of \$947,367.02 subject to the availability of lawfully appropriated funds.

MOTION: Mark Stultz made a motion to approve Award Item 6 as presented in the committee packet. The motion was seconded by Todd Skinner and approved unanimously by the Awards Committee (5-0).

7. Request approval to award a contract to Kubota Membrane USA Corporation for the purchase of Nassau Regional WRF membranes and associated tubing in the amount \$535,192.00, subject to the availability of lawfully appropriated funds.

MOTION: Hai Vu made a motion to approve Award Item 7 as presented in the committee packet. The motion was seconded by Russell Caffey and approved unanimously by the Awards Committee (5-0).

8. Request approval to award a contract renewal to Anixter Inc. for the supply of Electrical Conduit for JEA Inventory Stock in the amount of \$3,287,444.76, for a not-to-exceed amount of \$6,152,407.57, subject to the availability of lawfully appropriated funds.

MOTION: Todd Skinner made a motion to approve Award Item 8 as presented in the committee packet. The motion was seconded by Mark Stultz and approved unanimously by the Awards Committee (5-0).

Informational Item:

No informational items were presented to the Awards Committee.

Ratifications:

No Ratification items were presented to the Awards Committee.

Public Comments:

No additional public comment speaking period was taken.

Adjournment:

Chair Datz adjourned the meeting at 10:15 a.m.

NOTE: These minutes provide a brief summary only of the Awards Committee meeting. For additional detail regarding the content of these minutes or discussions during the meeting, please review the meeting recording. The recording of this meeting as well as other relevant documents can be found at the link below: https://www.jea.com/About/Procurement/Awards_Meeting_Agendas_and_Minutes/



Formal Bid and Award System

Award #2 March 9, 2023

Type of Award Request: CONTRACT INCREASE/RENEWAL
Request #: 743 / 175433
Requestor Name: Schoettler, Kyle
Requestor Phone: (904) 524-3989
Project Title: Restoration of Disturbed Sod (South/East)
Project Number: Capital: 8008313 / 8008317; O&M: HW30601, line 865
Project Location: JEA
Funds: Capital and O&M
Business Unit Estimate: N/A

Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in City, County and Florida Department of Transportation (FDOT) rights of way and easements (the "Work"). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The work will be in JEA's service territory on the South and East sides of the St. Johns River.

JEA IFB/RFP/State/City/GSA#: 083-18
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	George Smith	gsmithace@yahoo.com	4951 Rue St, Jacksonville, FL 32258	(904) 262-3622	\$470,069.73

Amount of Original Award: \$300,000.00
Date of Original Award: 07/09/2018
Contract Increase Amount: \$470,069.73

List of Previous Change Order/Amendments:

CPA #	Amount	Date	Description
175433	\$994,875.00	03/14/2019	Awarded a contract increase
175433	\$473,195.30	03/25/2021	Awarded a contract increase
175433	\$176,807.03	07/02/2021	Administrative contract increase
175433	\$206,390.89	02/17/2022	Awarded a contract increase
175433	\$215,126.84	02/22/2022	Administrative contract increase

New Not-To-Exceed Amount: \$2,836,464.77

Length of Contract/PO Term: Five (5) Years w/ One (1) - One (1) Yr. Renewal
Begin Date: 07/09/2018
End Date: 07/08/2024
Renewal Options: None remaining
JSEB Requirement: JSEB Sheltered

Notes on JSEB Requirement:
American Construction Enterprises is a JSEB certified firm

Background/Recommendations:

Originally competitively bid and awarded on 07/09/2018 in the amount of \$300,000.00. Multiple amendments to the contract were approved as stated in the table above. Copies of the previous awards are attached for reference.

American Construction Enterprises of NE FL, Inc. has performed well under this contract and JEA desires to execute a one year and a contract increase of \$470,069.73. The increase amount is an estimate based on the previous year spend. The vendor has agreed to keep current pricing for this renewal.

Request approval to award a renewal to American Construction Enterprises of NE FL, Inc. in the amount of \$470,069.73, for a new not-to-exceed amount of \$2,836,464.77, subject to the availability of lawfully appropriated funds.

Director: Scheel, Jackie B. – Dir W/WW Reuse Delivery & Collection
VP: Vu, Hai X.- VP Water Wastewater Systems

APPROVALS:

Stephen Datz 3/09/2023

Chairman, Awards Committee **Date**

Stephanie Nealy 3/09/2023

Budget Representative **Date**



Formal Bid and Award System

Award #3 March 14, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6555
Requestor Name: Smith, Thaliah D. – Contract Specialist
Requestor Phone: (904) 665-8165
Project Title: Restoration of Disturbed Sod (South/East)
Project Number: 8005184, 8005119, 8005153, 8005179
Project Location: JEA
Funds: Capital and O&M (lines 415, 418)
Budget Estimate: \$994,875.00 (50% Capital, 50% O&M)

Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in Municipal, City, County and Florida Department of Transportation (FDOT) rights of way and easements (the “Work”). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The Work will be in JEA’s service territory on the South and East sides of the St. John’s River.

This award will impact the following Measures of Value:

- Community Impact Value: This contract will restore customer lawns to the pre-maintenance/pre-construction state or better.

JEA IFB/RFP/State/City/GSA#: 083-18
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	George Smith	gsmithace@yahoo.com	4951 Rue St, Jacksonville, FL 32258	(904) 262-3622	\$994,875.00

Amount of Original Award: \$300,000.00
Date of Original Award 07/09/2018
Contract Increase Amount: \$994,875.00
New Not-To-Exceed Amount: \$1,294,875.00
Length of Contract/PO Term: Five (5) Years w/ One (1) - One (1) Year Renewal
Begin Date (mm/dd/yyyy): 07/09/2018
End Date (mm/dd/yyyy): 03/28/2022

Renewal Options: Yes - One (1) - One (1) Year Renewal

JSEB Requirement: JSEB Sheltered

Comments on JSEB Requirements:

American Construction Enterprises is a JSEB

Background/Recommendations:

Advertised on 03/27/2018. Six (6) prime contractors attended the mandatory pre-bid meeting held on 04/04/2018. At Bid opening on 04/17/2018, JEA received two (2) bids. The low Bidder was approximately 43% higher than current pricing at the time. Negotiations were held with the low Bidder and the unit prices were reduced by approximately 1.3%. American Construction Enterprises of NE FL (ACE) was the lowest responsive and responsible Bidder. A copy of the revised bid form and workbook are attached as backup.

Due to increased pricing from past contracts, only a one (1) year informal award was made on 07/09/2018. ACE has performed well under the informal contract. Recently a solicitation for these services was bid for another part of JEA's service territory. The unit prices were similar to those received under this contract, so JEA has determined to continue with this contract.

This award is to request a contract increase through 03/28/2022. The intent is to combine both sod restoration contracts into one solicitation in an attempt to increase competition at that time. The work for this contract will be completed on a task order basis, and payments will be made in accordance with the unit prices on the bid workbook. The unit prices are fixed for one (1) year then may be increased via a CPI adjustment. The quantities used to determine the award total are based on JEA's historical task order volume over the past three years for this service territory. The award amount is the current budget forecast.

Request approval to award a contract increase to American Construction Enterprises for Restoration of Disturbed Sod in the amount \$994,875.00, for a new not to exceed amount of \$1,294,875.00, subject to the availability of lawfully appropriated funds.

Manager: Schoettler, Kyle C. - Mgr W/WW System Operations & Customer Response

Director: Scheel, Jackie B. – Dir W/WW Reuse Delivery & Collection

VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:

Chairman, Awards Committee **Date**

Manager, Operating Budgets **Date**



Formal Bid and Award System

Award #2 March 25, 2021

Type of Award Request: CONTRACT AMENDMENT
Request #: 101
Requestor Name: Schoettler, Kyle C. – Mgr W/WW System Operations & Customer Response
Requestor Phone: (904) 665-8946
Project Title: Restoration of Disturbed Sod (South/East)
Project Number: HW30601 & attached list
Project Location: JEA
Funds: Capital and O&M (line 688)
Budget Estimate: \$473,195.30 (50% Capital, 50% O&M)

Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in Municipal, City, County and Florida Department of Transportation (FDOT) rights of way and easements (the “Work”). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The Work will be in JEA’s service territory on the South and East sides of the St. Johns River.

JEA IFB/RFP/State/City/GSA#: 083-18
Purchasing Agent: King, David
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	George Smith	gsmithace@yahoo.com	4951 Rue St, Jacksonville, FL 32258	(904) 262-3622	\$473,195.30

Amount of Original Award: \$300,000.00

Date of Original Award 07/09/2018

List of Previous Increases

CPA	Amount	Date
175433	\$994,875.00	03/14/2019

Contract Increase Amount: \$473,195.30
New Not-To-Exceed Amount: \$1,768,070.30
Length of Contract/PO Term: Five (5) Years w/ One (1) – 1 Yr. Renewal
Begin Date (mm/dd/yyyy): 07/09/2018

End Date (mm/dd/yyyy): 03/28/2022 (Contract will be terminated early, see Background/Recommendations)

Renewal Options: Yes - One (1) – 1 Yr. Renewal

JSEB Requirement: JSEB Sheltered

Comments on JSEB Requirements:

American Construction Enterprises is a JSEB.

Background/Recommendations:

Advertised on 03/27/2018, and awarded for a not-to-exceed amount of \$300,000.00. On 03/14/2019, a contract increase of \$994,875.00 was approved by the Awards Committee for a new not-to-exceed amount of \$1,294,875.00. At that time, it was decided to set the contract end date earlier than the anticipated five (5) years, to 03/28/2022. The intent was to match the end date of the similar contract for the North/West service territory. Prior to the expiration of both contracts, JEA will issue one solicitation, for both the North/West and South/East service territories. JEA is still planning to award multiple contracts.

This award is to request a contract increase through 03/28/2022. The annual spend on this contract has increased due to an increase in emergency work such water/sewer line breaks and leaks, failing manholes and aging and failing infrastructure. The quantities used to determine the award total are based on JEA's historical task order volume over the past three years for this service territory.

Request approval to award a contract amendment to American Construction Enterprises for Restoration of Disturbed Sod (South/East) in the amount \$473,195.30, for a new not to exceed amount of \$1,768,070.30, subject to the availability of lawfully appropriated funds.

Director: Scheel, Jackie B. – Dir W/WW Reuse Delivery & Collection

VP: Vu, Hai X. - VP Water/Wastewater Systems

APPROVALS:

 03/25/2021

Chairman, Awards Committee **Date**

 3/25/21

Budget Representative **Date**



Formal Bid and Award System

Award #3 March 14, 2019

Type of Award Request: CONTRACT INCREASE
Request #: 6555
Requestor Name: Smith, Thaliah D. – Contract Specialist
Requestor Phone: (904) 665-8165
Project Title: Restoration of Disturbed Sod (South/East)
Project Number: 8005184, 8005119, 8005153, 8005179
Project Location: JEA
Funds: Capital and O&M (lines 415, 418)
Budget Estimate: \$994,875.00 (50% Capital, 50% O&M)

Scope of Work:

JEA is soliciting bids from qualified Jacksonville Small and Emerging Business (JSEB) vendors for the restoration of sod in Municipal, City, County and Florida Department of Transportation (FDOT) rights of way and easements (the "Work"). The Work may also include hydro seeding, fill placement, moderate compacting, and removal and hauling of site debris and extra fill to another site. The Work will be in JEA's service territory on the South and East sides of the St. John's River.

This award will impact the following Measures of Value:

- Community Impact Value: This contract will restore customer lawns to the pre-maintenance/pre-construction state or better.

JEA IFB/RFP/State/City/GSA#: 083-18
Purchasing Agent: Kruck, Daniel R.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
AMERICAN CONSTRUCTION ENTERPRISES OF NE FL. INC.	George Smith	gsmithace@yahoo.com	4951 Rue St, Jacksonville, FL 32258	(904) 262-3622	\$994,875.00

Amount of Original Award: \$300,000.00
Date of Original Award: 07/09/2018
Contract Increase Amount: \$994,875.00
New Not-To-Exceed Amount: \$1,294,875.00
Length of Contract/PO Term: Five (5) Years w/ One (1) - One (1) Year Renewal
Begin Date (mm/dd/yyyy): 07/09/2018
End Date (mm/dd/yyyy): 03/28/2022

Renewal Options: Yes - One (1) - One (1) Year Renewal

JSEB Requirement: JSEB Sheltered

Comments on JSEB Requirements:

American Construction Enterprises is a JSEB

Background/Recommendations:

Advertised on 03/27/2018. Six (6) prime contractors attended the mandatory pre-bid meeting held on 04/04/2018. At Bid opening on 04/17/2018, JEA received two (2) bids. The low Bidder was approximately 43% higher than current pricing at the time. Negotiations were held with the low Bidder and the unit prices were reduced by approximately 1.3%. American Construction Enterprises of NE FL (ACE) was the lowest responsive and responsible Bidder. A copy of the revised bid form and workbook are attached as backup.

Due to increased pricing from past contracts, only a one (1) year informal award was made on 07/09/2018. ACE has performed well under the informal contract. Recently a solicitation for these services was bid for another part of JEA's service territory. The unit prices were similar to those received under this contract, so JEA has determined to continue with this contract.

This award is to request a contract increase through 03/28/2022. The intent is to combine both sod restoration contracts into one solicitation in an attempt to increase competition at that time. The work for this contract will be completed on a task order basis, and payments will be made in accordance with the unit prices on the bid workbook. The unit prices are fixed for one (1) year then may be increased via a CPI adjustment. The quantities used to determine the award total are based on JEA's historical task order volume over the past three years for this service territory. The award amount is the current budget forecast.

Request approval to award a contract increase to American Construction Enterprises for Restoration of Disturbed Sod in the amount \$994,875.00, for a new not to exceed amount of \$1,294,875.00, subject to the availability of lawfully appropriated funds.

Manager: Schoettler, Kyle C. - Mgr W/WW System Operations & Customer Response

Director: Scheel, Jackie B. - Dir W/WW Reuse Delivery & Collection

VP: Calhoun, Deryle I. - VP/GM Water Wastewater Systems

APPROVALS:



Chairman, Awards Committee **Date** 3/14/19



Manager, Operating Budgets **Date** 3/14/19

By Fiscal Year

Row Labels	Sum of Amount Billed
FY21 YTD	\$ 180,540.39
Capital	\$ 91,717.26
O&M	\$ 88,823.13
FY20	\$ 476,602.09
Capital	\$ 258,146.64
O&M	\$ 218,455.45
FY19	\$ 449,548.16
Capital	\$ 194,471.28
O&M	\$ 255,076.88
FY18	\$ 72,265.36
Capital	\$ 33,841.17
O&M	\$ 38,424.19
Grand Total	\$ 1,178,956.00

FY21 Annualized (OCT-JAN)
\$ 541,621.17

FY Average
\$ 463,075.13

By Calendar Year

Row Labels	Sum of Amount Billed
2021	\$ 49,582.50
Capital	\$ 21,700.62
O&M	\$ 27,881.88
2020	\$ 492,075.57
Capital	\$ 271,165.52
O&M	\$ 220,910.05
2019	\$ 454,315.02
Capital	\$ 212,490.77
O&M	\$ 241,824.25
2018	\$ 182,982.91
Capital	\$ 72,819.44
O&M	\$ 110,163.47
Grand Total	\$ 1,178,956.00

CY21 Annualized (JAN)
\$ 594,990.00

CY Average
\$ 473,195.30

FY21 Project #	Project Description	Description	Cost Center	Manager	FY20 Project #	Project Description
		Sewer Preventive Maintenance				
8006727	PA21S-Clean Sanitary Swr ML	Cleaning Sanitary Sewer Main Line	30606	Spell	8006036	PA20S-Clean Sanitary Swr ML
8006728	PA21S-Scheduled Cleanin Swr ML	Scheduled Cleaning Sanitary Sewer Main Line	30606	Spell	8006037	PA20S-Scheduled Cleanin Swr ML
8006729	PA21S-Clean&Insp ML SSO	Cleaning & Inspection Sanitary Sewer Main Line (SSO)	30606	Spell	8006038	PA20S-Clean&Insp ML SSO
8006730	PA21S-Clean&Insp ML Non-SSO	Cleaning & Inspection Sanitary Sewer Main Line (Non-SSO)	30606	Spell	8006039	PA20S-Clean&Insp ML Non-SSO
8006731	PA21S-Degreasing SS Main Lines	Degreasing SS Main Lines Including Cleaning and/or Inspection	30606	Spell	8006040	PA20S-Degreasing SS Main Lines
8006732	PA21S-Manhole Poptop	Manhole Poptop	30606	Spell	8006041	PA20S-Manhole Poptop
8006733	PA21S-Smoke Test Sanitary Swr	Smoke Testing Sanitary Sewer Lines	30606	Spell	8006042	PA20S-Smoke Test Sanitary Swr
8006734	PA21S-HDPE Sanitary Swr Cln	HDPE Sanitary Sewer Cleaning	30606	Spell	8006043	PA20S-HDPE Sanitary Swr Cln
8006735	PA21S-Tool-Equip Supp CC30606	Tool - Equipment Support	30606	Spell	8006044	PA20S-Tool-Equip Supp CC30606
8006736	PA21S-Inflow & Infiltration	Inflow & Infiltration	30606	Spell	8006045	PA20S-Inflow & Infiltration
8006737	PA21S - ARV - Inspection	ARV - Inspection	30606	Spell	8006046	PA20S - ARV - Inspection
FY21 Project #	Project Description	Description	Cost Center	Manager		
		Sewer Operations & Maintenance				
8006738	PA21S-Swr ML Cave Ins < 10'	Sewer Main Line Cave Ins < 10' in Depth	30602	Rouse	8006047	PA20S-Swr ML Cave Ins < 10'
8006739	PA21S-Swr ML Cave Ins > 10'	Sewer Main Line Cave Ins > 10' in Depth	30602	Rouse	8006048	PA20S-Swr ML Cave Ins > 10'
8006740	PA21S-Sewer Lateral Cave Ins	Sewer Lateral Cave Ins	30602	Rouse	8006049	PA20S-Sewer Lateral Cave Ins
8006741	PA21S- Sewer Manhole Repairs	Sewer Manhole Repairs	30602	Rouse	8006050	PA20S- Sewer Manhole Repairs
8006742	PA21S-Sewer Force Main Repairs	Sewer Force Main Repairs	30602	Rouse	8006051	PA20S-Sewer Force Main Repairs
8006743	PA21S- Air Release Valves Rpr	Sewer Air Release Valves Repair	30602	Rouse	8006052	PA20S- Air Release Valves Rpr
8006744	PA21S-FM Integrity Testing	Force Main Integrity Testing	30602	Rouse	8006053	PA20S-FM Integrity Testing
8006745	PA21S-Sewer O&M Pump Support	Sewer O&M Pump Support	30602	Rouse	8006054	PA20S-Sewer O&M Pump Support
8006746	PA21S-Tool-Equip Supp CC30602	Tool - Equipment Support	30602	Rouse	8006055	PA20S-Tool-Equip Supp CC30602
8006747	PA21S-Sewer 3rd Party Damage	Sewer Repairs 3rd Party Damage due to Bad Locates	30602	Rouse	8006056	PA20S-Sewer 3rd Party Damage
FY21 Project #	Project Description	Description	Cost Center	Manager		
		Water Preventive Maintenance				
8006748	PA21W-Wtr Surveying Activities	Water PM - Surveying Activities	30604	Allsbrook	8006057	PA20W-Wtr Surveying Activities
8006749	PA21W-Water PM - Pump Repair	Water PM - Pump Repair	30604	Allsbrook	8006058	PA20W-Water PM - Pump Repair
8006750	PA21W-Tool Equip Supp CC30604	Tool - Equipment Support	30604	Allsbrook	8006059	PA20W-Tool Equip Supp CC30604
8006751	PA21W- Air Scouring	Air Scouring	30604	Allsbrook	8006060	PA20W- Air Scouring
FY21 Project #	Project Description	Description	Cost Center	Manager		
		Water Operations & Maintenance				
8006752	PA21W- Water PM - Valve Truck	Water PM - Valve Truck	30606	Spell	8006061	PA20W- Water PM - Valve Truck
8006753	PA21W-Water PM - Hydrant Truck	Water PM - Hydrant Truck	30606	Spell	8006062	PA20W-Water PM - Hydrant Truck
8006754	PA21W-Wtr Grid Support&Repairs	Water Grid Support & repairs	30607	Ellis	8006063	PA20W-Wtr Grid Support&Repairs
8006755	PA21W-Wtr Rclm Grid Supp&Repr	Water reclaim Grid Support & Repairs	30607	Ellis	8006064	PA20W-Wtr Rclm Grid Supp&Repr
8006756	PA21W-Water Pump Support	Water Pump Support	30607	Ellis	8006065	PA20W-Water Pump Support
8006757	PA21W-Tool Equip Supp CC30607	Tool - Equipment Support	30607	Ellis	8006066	PA20W-Tool Equip Supp CC30607
8006758	PA21W-Water 3rdParty Damage	Water Repairs 3rd Party Damage due to Bad Locates	30607	Ellis	8006067	PA20W-Water 3rdParty Damage
8006759	PA21R-Reclaim 3rd Party Damag	Water Reclaim Repairs 3rd Party Damage due to Bad Locates	30607	Ellis	8006068	PA20R-Reclaim 3rd Party Damag
FY21 Project #	Project Description	Description	Cost Center	Manager		
8006760	PA21W- TRAINING FOR CC30600	Training - Jones	30600	Jones	8006069	PA20W- TRAINING FOR CC30600
8006761	PA21W- TRAINING FOR CC30601	Training - Scheel	30601	Scheel	8006070	PA20W- TRAINING FOR CC30601
8006762	PA21W- TRAINING FOR CC30602	Training - Rouse	30602	Rouse	8006071	PA20W- TRAINING FOR CC30602

8006763	PA21W- TRAINING FOR CC30604	Training - Allsbrook	30604	Allsbrook	8006072	PA20W- TRAINING FOR CC30604
8006764	PA20W- TRAINING FOR CC30606	Training - Spell	30606	Spell	8006073	PA20W- TRAINING FOR CC30606
8006765	PA21W- TRAINING FOR CC30607	Training - Ellis	30607	Ellis	8006074	PA20W- TRAINING FOR CC30607
8006766	PA21W- TRAINING FOR CC30110	Training - Chascin	30110	Chascin	8006075	PA20W- TRAINING FOR CC30110
FY21 Project #	Project Description	Description	Cost Center	Manager		
8006768	PA21W-Sod/Landscaping-Water	Sod/Landscaping-Water	30601	Schoettler	8006080	PA20W-Sod/Landscaping-Water
8006769	PA21S - Sod/Landscaping-Sewer	Sod/Landscaping-Sewer	30601	Schoettler	8006081	PA20S - Sod/Landscaping-Sewer
8006770	PA21W-Asphalt East/West-Water	Asphalt East/West-Water	30601	Schoettler	8006082	PA20W-Asphalt East/West-Water
8006771	PA21S-Asphalt East/West-Sewer	Asphalt East/West-Sewer	30601	Schoettler	8006083	PA20S-Asphalt East/West-Sewer
8006772	PA21W-Concrete East/West-Water	Concrete East/West-Water	30601	Schoettler	8006084	PA20W-Concrete East/West-Water
8006773	PA21S-Concrete East/West-Sewer	Concrete East/West-Sewer	30601	Schoettler	8006085	PA20S-Concrete East/West-Sewer
8006774	PA21W-Barricades-Water	Barricades-Water	30601	Schoettler	8006086	PA20W-Barricades-Water
8006775	PA21S-Barricades-Sewer	Barricades-Sewer	30601	Schoettler	8006087	PA20S-Barricades-Sewer
FY21 Project #	Project Description	Description	Cost Center	Manager		
8006776	PA21W-Hydrant Flow Testing	Hydrant Flow Testing	30110	Chascin	8006088	PA20W-Hydrant Flow Testing
8006777	PA21S-FDOT Permits	Permits	30110	Chascin	8006089	PA20S-FDOT Permits

FY21 PROJECT	FY21 PROJECT DESCRIPTION	FY20 PROJECT
8006585	PA21W New Water Main Taps	8005804
8006721	PA21W-Infill Projects-W	8005805
8006623	PA21W-WM Geotech Testing-W	8005812
8006586	PA21W-Wtr R&R Valve Rpl	8005806
8006588	PA21W-Wtr R&R Fire Hydrant Rpl	8005807
8006590	PA21W-Wtr R&R Serv Renewals	8005808
8006591	PA21W Dirty Water Renewals	8005809
8006495	PA21W Wtr R&R Serv Relocates	8005810
8006639	PA21W Wtr R&R Main&Capital Rp	8005811
8006587	PA21W-Galvanized Pipe Repl-W	8005813
8006535	PA21S Manhole SCADA R&R	8005803
8006511	PA21S-Swr R&R Trenchless Tech	8005814
8006510	PA21S OM-Air Relief Valves-S	8005815
8006505	PA21S-Main Extension and Taps	8005816
8006506	PA21S-Infill Projects-S	8005817
8006604	PA21S-IN KIND PROJ AND EQUIP	8005818
8006605	PA21S-Swr Collection Sys R&R	8005819
8006606	PA21S-Swr R&R - Manhole Repl	8005820
8006607	PA21S-Swr R&R Admin Labor	8005821
8006608	PA21S-Swr R&R CI Replacements	8005822
8006610	PA21S-Swr R&R ML Repl (26' >)	8005823
8006611	PA21S-Swr R&R ML Rpl (Lrg Dia)	8005824
8006612	PA21S-Swr R&R Serv Relocates	8005825
8006613	PA21S-Swr R&R Serv Renewals	8005826
8006614	PA21S-Swr R&R TV/Clean Pipe Rp	8005827
8006615	PA21S-SM Geotech Testing-S	8005828
8006616	PA21S-SM Geotech Testing SPT-S	8006032
8006497	PA21S-3rd Party Manhole-S	8006364
8006786	PA21S-Swr R&R Lateral (26'>)	

ELECTRIC	FY20 Project #	FY21 Project #
PA21E-SSC OVERHEAD RESTORATION	8005984	8006815
PA21E-WSC OVERHEAD RESTORATION	8005984	8006673
PA21E-SSC UG RESTORATION	8005981	8006813
PA19E-OM POLE REFURB-TRANS	8006001	
PA19E-STREET LIGHT UPGRADES	8005980	
PA19E-SYS A CEMIS-P8 ENHANCE	8005990	
PA19E-POLE RELOCATION	8005967	
PA19E-NEW ELECTRIC SERV ADD	8005960	
PA19E-LINE ORDER	8005961	
PA19E-COMMERCIAL SERVICE	8005965	
PA19E-GEN NETWORK DT CAP UPGR	8005986	
PA19E-OM INSULATOR REFURBISH	8006002	
PA20E RESIDENTIAL SERVICE	8005964	
PA19E-OM POLE REPLAC PROGRAM	8005969	



Formal Bid and Award System

Award #3 March 9, 2023

Type of Award Request: TERMINATE AND AWARD
Request #: 6877
Requestor Name: Hightower, Justin
Requestor Phone: (904) 665-8357
Project Title: JEA Heavy Duty Vehicle Procurement Acquisition
FY24 Project Numbers: TBD
Project Location: JEA
Funds: Capital
Budget Estimate: \$691,332.00

Scope of Work:

The purpose of this award is to terminate and deduct the original award amount from the original contract to Kenworth of Jacksonville and assign a new contract to Ring Power Corporation.

The purpose of the original Invitation to Negotiate (the "ITN") was to solicit pricing for the purchase of eleven (11) heavy duty vehicles for JEA's FY22 and FY23 requirements. This purchase is for planned and budgeted replacement of JEA's Fleet Water (Water Replacement – 1 units) and Electric (Electric Replacement – 8 units) assets along with expansion units for JEA's Fleet Water (Water Expansion - 2 Units) associated with the Fleet Capital Procurement Plan.

JEA IFB/RFP/State/City/GSA#: 1410462846-22

Purchasing Agent: Eddie Bayouth

Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Original Amount	Change Amount	New Contract Amount
CUMBERLAND INTERNATIONAL TRUCKS OF FLORIDA, LLC	Michael O'Brien	Mobrien@cltte.com	2110 S Division Avenue, Orlando, FL 32805	\$810,096.17	\$0.00	\$810,096.17
KENWORTH OF JACKSONVILLE	Ed Costello	Edcostello@kwjax.com	1121 Suemac Road, Jacksonville, FL 32254	\$460,888.00	(\$460,888.00)	\$0.00
ORLANDO FREIGHTLINER	Eamon Kealy	EKealy@orlandofreightliner.com	2455 S Orange Blossom Trail, Apopka, FL 32703	\$1,775,488.00	\$0.00	\$1,775,488.00
RING POWER CORPORATION	Jared Feagin	Jared.Feagin@RingPower.Com	500 World Commerce Pwy St. Augustine, FL 32092	\$0.00	\$943,374.00	\$943,374.00

Amount of Original Award: \$2,272,027.17

Date of Original Award: 02/03/2022

Name	Original Award	Contract Amendment	Administrative	Contract Increase	Contract Termination/ Increase	New Not to Exceed Amount
	02/03/2022	03/03/2022	05/31/2022	06/30/2022	02/16/2023	02/16/2023
CUMBERLAND INTERNATIONAL TRUCKS OF FLORIDA, LLC	\$810,096.17	\$0.00	\$0.00	\$0.00	\$0.00	\$810,096.17
KENWORTH OF JACKSONVILLE	\$460,888.00	\$0.00	\$0.00	\$0.00	(\$460,888.00)	\$0.00
ORLANDO FREIGHTLINER	\$1,001,043.00	\$320,548.00	\$34,200.00	\$419,697.00	\$0.00	\$1,775,488.00
RING POWER CORPORATION	\$0.00	\$0.00	\$0.00	\$0.00	\$943,374.00	\$943,374.00
Total	\$2,272,027.17	\$320,548.00	\$34,200.00	\$419,697.00	\$482,486.00	\$3,528,958.17

Change Order Amount: \$482,486.00
New Not-to-Exceed Amount: \$3,528,958.17
Length of Contract/PO term: Project Completion (Estimated 06/30/2024)
Begin Date (mm/dd/yyyy): 02/04/2022
End Date (mm/dd/yyyy): Project Completion (Estimated 06/30/2024)
JSEB Requirement: N/A – No JSEBs available

Background/Recommendations:

Originally bid and approved by the Awards Committee on 02/03/2022 for \$2,272,027.17. Award was amended on 03/03/2022, on 05/31/2022 and again on 06/30/2022, for a new not-to-exceed amount of \$3,046,472.17.

In April of 2022, Kenworth of Jacksonville (Kenworth) informed JEA due to delay in the availability of chassis for the 5 Ton Reel Truck, they would not be able to deliver a finished truck until Q3 of FY23. Fleet accepted the new proposal and a determination was made to place a separate order with Kenworth for one (1) additional truck for JEA’s FY23 requirements based on their willingness to hold the original bid price and due to the long lead times.

Within weeks, Kenworth began alerting JEA through a series of communications that they were further unable to fulfill their commitment. Presentation to the awards committee of the contract increase for the additional unit was then paused as revisions to the proposal was being finalized by the supplier. These communications continued over the next five (5) months that questioned Kenworth’s commitment to the project, and the level of preparedness Kenworth had when preparing the original bid, and subsequent acceptance of an additional unit. These included claims of force majeure that JEA found were largely unfounded, based less on the inability to provide the trucks and more geared towards their inability to effectively manage the project and control costs effectively since the inception of the project. JEA continued working with Kenworth including recommendation of alternative sub-vendors. On 11/28/2022, Kenworth was still claiming force majeure, and supplied JEA with a new quote for \$366,670.50 per truck and a new delivery date of Q2, FY24. This new quote had significant impacts of a price increase of over \$109K per unit when compared to their original bid, and delivery was going to take an additional nine (9) months from the revised delivery date previously communicated. Based on the increase in price and

delivery, JEA approached Ring Power, the only other vendor who submitted a bid on the 5 Ton Reel Truck in the original solicitation. On 01/09/2023, Ring Power submitted a proposal of \$314,458.00 per truck and their projected delivery was Q1-Q2 of 2024. Although their price is higher than the original Kenworth quote, it is still approximately \$52K lower than Kenworth's new pricing and the delivery date is similar. While the issues noted above are well documented, along with JEA having lost confidence in Kenworth's ability to provide a well planned bid that allows them to maintain the lead times as presented and to keep JEA informed of changes being proposed, JEA believes it to be in the best interests to Terminate for Convenience based on legal counsel. JEA still has a strong relationship with the vendor for heavy duty fleet maintenance, and if we terminate for cause and suspend bidding privileges it would have to be across the board for all services provided by the vendor per the current language in the P-Code. JEA will be working to develop the supplier to perform to the JEA level of expectation for future opportunities, as a strong local supply base benefits not only JEA but the local community as a whole.

JEA would like to Terminate for Convenience the original award with Kenworth for the two (2) 5 Ton Reel Trucks and subsequent purchase order for one (1) 5 Ton Reel Trucks; additionally we would like to request a contract amendment to Ring Power Corporation for the purchase of three (3) 5 Ton Reel Trucks. Based on Ring Power's past performance, JEA is confident that they will be able to deliver the three (3) 5 Ton Reel Trucks in the time frame they have specified.

Request approval for a contract amendment to Ring Power Corporation in the amount of \$943,374.00 for the purchase of three (3) 5 Ton Reel Trucks and contract termination to Kenworth of Jacksonville Inc. in the amount of \$460,888.00 for the purchase of two (2) 5 Ton Reel Trucks, for a new not-to-exceed amount of \$3,528,958.17, subject to the availability of lawfully appropriated funds.

Manager: Hightower, Justin – Manager, Fleet Services
Director: Brunell, Baley – Director, Facilities and Fleet Services
VP: McElroy, Alan – VP of Supply Chain and Operations Support

APPROVALS:

Stephen Datz 3/09/2023

Chairman, Awards Committee **Date**

Stephanie Nealy 3/09/2023

Budget Representative **Date**

Kenworth	Price/Truck	Trucks in Original Award	Total Original Award
Original Award Pricing	\$ 230,444.00	2	\$ 460,888.00
Proposed New Pricing	\$ 366,670.50	2	\$ 733,341.00
Price Increase	\$ 136,226.50	2	\$ 272,453.00

Ring Power		# of Trucks	
December 2022 Price	\$ 314,458.00	3	\$ 943,374.00
Savings Over Kenworth	\$ 52,212.50	3	\$ 156,637.50

New Award to Ring Power	\$ 943,374.00
Original Award to Kenworth	\$ 460,888.00
Change Order Amount	\$ 482,486.00

AWARD CATEGORY	Fiscal Year	DESCRIPTION	QTY	Supplier Name	Budget Estimate EXT	Previous Pricing	Previous Pricing EXT	Round 1 Unit Price	Round 1 Price Ext	Bafo Unit Price	BAFO Ext	Total Score	Price Score	Evaluated Score	BAFO Reduction in \$	Total Savings in \$	Total Savings in % (Increase is +)
1	FY23	TRUCK 3 T UTILITY 11'	1.00	ALTEC INDUSTRIES INC				\$134,920.00	\$134,920.00	\$ 134,920.00	\$ 134,920.00	89.13%	53.00%	36.13%	\$0.00		
1	FY23	TRUCK 3 T UTILITY 11'	1.00	CUMBERLAND INTERNATIONAL TRUCKS	\$125,000.00			\$120,818.34	\$120,818.34	\$ 120,818.34	\$ 120,818.34	92.53%	60.00%	32.53%	\$0.00		
1	FY23	TRUCK 3 T UTILITY 11'	1.00	KENWORTH OF JACKSONVILLE, INC.				\$161,017.00	\$161,017.00	\$ 161,017.00	\$ 161,017.00	73.59%	40.04%	33.55%	\$0.00		
1	FY23	TRUCK 3 T UTILITY 11'	1.00	ORLANDO FREIGHTLINTER				\$125,504.00	\$125,504.00	\$ 125,504.00	\$ 125,504.00	92.43%	57.67%	34.76%	\$0.00		
1	FY23	TRUCK 3 T UTILITY 11'	1.00	RING POWER CORPORATION				\$135,562.00	\$135,562.00	\$ 135,562.00	\$ 135,562.00	88.74%	52.68%	36.07%	\$0.00		
AWARD CATEGORY	Fiscal Year	DESCRIPTION	QTY	Supplier Name	Budget Estimate EXT	Previous Pricing	Previous Pricing EXT	Round 1 Unit Price	Round 1 Price Ext	Bafo Unit Price	BAFO Ext	Total Score	Price Score	Evaluated Score	BAFO Reduction in \$	Total Savings in \$	Total Savings in % (Increase is +)
2	FY23	TRUCK 3 T CARGO REEL	5.00	CUMBERLAND INTERNATIONAL TRUCKS				\$135,411.23	\$677,056.15	\$ 135,411.23	\$ 677,056.15	92.53%	60.00%	32.53%	\$0.00		
2	FY23	TRUCK 3 T CARGO REEL	5.00	ORLANDO FREIGHTLINTER	\$635,000.00	\$120,469.00	\$602,345.00	\$136,099.00	\$680,495.00	\$ 136,099.00	\$ 680,495.00	94.46%	59.70%	34.76%	\$0.00	-\$78,150.00	13%
AWARD CATEGORY	Fiscal Year	DESCRIPTION	QTY	Supplier Name	Budget Estimate EXT	Previous Pricing	Previous Pricing EXT	Round 1 Unit Price	Round 1 Price Ext	Bafo Unit Price	BAFO Ext	Total Score	Price Score	Evaluated Score	BAFO Reduction in \$	Total Savings in \$	Total Savings in % (Increase is +)
3	FY23	TRUCK 5 T CARGO REEL	2.00	KENWORTH OF JACKSONVILLE, INC.	\$360,000.00	\$259,164.00	\$518,328.00	\$230,444.00	\$460,888.00	\$ 230,444.00	\$ 460,888.00	93.55%	60.00%	33.55%	\$0.00	\$57,440.00	-11%
3	FY23	TRUCK 5 T CARGO REEL	2.00	RING POWER CORPORATION				\$257,460.00	\$514,920.00	\$ 257,460.00	\$ 514,920.00	89.03%	52.97%	36.07%	\$0.00		
AWARD CATEGORY	Fiscal Year	DESCRIPTION	QTY	Supplier Name	Budget Estimate EXT	Previous Pricing	Previous Pricing EXT	Round 1 Unit Price	Round 1 Price Ext	Bafo Unit Price	BAFO Ext	Total Score	Price Score	Evaluated Score	BAFO Reduction in \$	Total Savings in \$	Total Savings in % (Increase is +)
4	FY22	TRUCK 5 T DUMP 19 CYD	2.00	KENWORTH OF JACKSONVILLE, INC.				\$198,434.00	\$396,868.00	\$ 198,434.00	\$ 396,868.00	79.26%	45.71%	33.55%	\$0.00		
4	FY22	TRUCK 5 T DUMP 19 CYD	2.00	NEXTRAN TRUCK CENTERS JACKSONVILLE				\$171,966.00	\$343,932.00	\$ 174,466.00	\$ 348,932.00	85.27%	54.69%	30.58%	-\$5,000.00		
4	FY22	TRUCK 5 T DUMP 19 CYD	2.00	ORLANDO FREIGHTLINTER	\$334,000.00	\$158,761.00	\$317,522.00	\$160,274.00	\$320,548.00	\$ 160,274.00	\$ 320,548.00	94.76%	60.00%	34.76%	\$0.00	-\$3,026.00	1%
AWARD CATEGORY	Fiscal Year	DESCRIPTION	QTY	Supplier Name	Budget Estimate EXT	Previous Pricing	Previous Pricing EXT	Round 1 Unit Price	Round 1 Price Ext	Bafo Unit Price	BAFO Ext	Total Score	Price Score	Evaluated Score	BAFO Reduction in \$	Total Savings in \$	Total Savings in % (Increase is +)
5	FY23	TRUCK 8 T CRANE/50 T 120'	1.00	CUMBERLAND INTERNATIONAL TRUCKS	\$600,000.00			\$689,277.83	\$689,277.83	\$ 689,277.83	\$ 689,277.83	92.53%	60.00%	32.53%	\$0.00		
5	FY23	TRUCK 8 T CRANE/50 T 120'	1.00	KENWORTH OF JACKSONVILLE, INC.				\$786,880.00	\$786,880.00	\$ 786,880.00	\$ 786,880.00	85.05%	51.50%	33.55%	\$0.00		
5	FY23	TRUCK 8 T CRANE/50 T 120'	1.00	RING POWER CORPORATION				\$734,215.00	\$734,215.00	\$ 734,215.00	\$ 734,215.00	92.15%	56.09%	36.07%	\$0.00		
Grand Total			11.00														

	Original	Bafo	Delta in \$	Delta in %	Award Amount	Budget	Comment
ALTEC INDUSTRIES INC	\$134,920.00	\$134,920.00	\$0.00	0.0%	\$0.00		
CUMBERLAND INTERNATIONAL TRUCKS	\$1,487,152.32	\$1,487,152.32	\$0.00	0.0%	\$810,096.17		
KENWORTH OF JACKSONVILLE, INC.	\$1,644,636.00	\$1,644,636.00	\$0.00	0.0%	\$460,888.00		
NEXTRAN TRUCK CENTERS JACKSONVILLE	\$343,932.00	\$348,932.00	-\$5,000.00	1.5%	\$0.00		
ORLANDO FREIGHTLINTER	\$1,126,547.00	\$1,126,547.00	\$0.00	0.0%	\$1,001,043.00		
RING POWER CORPORATION	\$1,384,697.00	\$1,384,697.00	\$0.00	0.0%	\$		
Previous Award	\$1,438,195.00	\$1,458,492.15	-\$20,297.15	1.4%			
Award NTE					\$2,272,027.17		
FY22 Cash Flow					\$320,548.00		
FY23 Cash Flow					\$1,951,479.17		
Budget Estimate					\$2,054,000.00		
Estimated Savings				1.4%	-\$20,297.15		
BAFO Savings				0.0%	\$0.00		



Formal Bid and Award System

Award #4 March 9, 2023

Type of Award Request: EMERGENCY / RATIFICATION
Request #: 104203
Requestor Name: Keeler, Jessica – Manager, Procurement Inventory Control
Requestor Phone: (904) 665-6403
Project Title: Hurricane Ian Storm Response
Project Number: Various
Project Location: JEA
Funds: Inventory
Budget Estimate: \$8,478,859.75

Scope of Work:

The primary purpose for this Emergency Purchase was to spot buy electrical material needed for storm response as part of the restoration efforts after Hurricane Ian affected the JEA service area and to quickly replenish Storm Stock Items to be prepared for any future storms that could impact the JEA service area.

JEA IFB/RFP/State/City/GSA#: 104203
Purchasing Agent: Eddie Bayouth
Is this a ratification?: Yes – \$8,478,859.75

RECOMMENDED AWARDEE(S):

Name	Vendor Contact	Email	Address	Phone	Amount
ANIXTER	Renee Lackey	renee.lackey@anixter.com	3881 Old Winter Garden Road, Orlando, FL 32805	(352) 408-3898	\$1,410,204.45
STUART C IRBY CO.	Erich Ewoldt	ewoldt@irby.com	38 Skyline Drive, Lake Mary, FL 32746	(407) 415-6268	\$1,439,765.06
TRI-STATE UTILITY PRODUCTS	David Dampier	ddampier@tsup.com	160 Garrett Drive Havana, Fl 32333	(850) 539-8088	\$5,628,890.24

Amount for entire term of Contract/PO: \$8,478,859.75
Award Amount for remainder of this FY: \$8,478,859.75
Length of Contract/PO Term: One-Time Purchase
Begin Date (mm/dd/yyyy): 09/30/2022
End Date (mm/dd/yyyy): One-Time Purchase
JSEB Requirement: N/A – No JSEBs available

Background/Recommendations:

This emergency purchase was to spot buy electrical material needed for storm response as part of the restoration efforts after Hurricane Ian affected the JEA service area, and to quickly replenish storm stock items to be prepared for the entirety of storm season. These items consisted of transformers, insulators, splices and miscellaneous electrical items used in the electric distribution system.

The solicitation consisted of twenty (20) unique transformers, an insulator, a splice, and fifty (50) miscellaneous electrical items. Because of the urgency to restock storm stock items to be prepared for another potential storm, the decision was made to purchase these items based on shortest lead time and availability. In many instances our contract price with the contracted vendor was used as a baseline in which an expedite fee was then added.

Request approval to award contracts to Anixter (\$1,410,204.45), Stuart C. Irby Co. (\$1,439,765.06) and Tri-State Utility Products (\$5,628,890.24) for the supply of Storm Stock Electrical Items, for a total amount of \$8,478,859.75, subject to the availability of lawfully appropriated funds.

Manager: Kenny Pearson – Procurement Category Manager
Director: Jenny McCollum – Director, Procurement Services & Inventory Planning
VP: Alan McElroy – VP Supply Chain & Operations Support

APPROVALS:

Stephen Datz 3/09/2023
Chairman, Awards Committee **Date**

Stephanie Nealy 3/09/2023
Budget Representative **Date**

BPA/PO	Line	Items	Description	Qty	Price	Total Amount	Total PO Amount	Vendor Total
207693	1	TRAMP002	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE. (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	1	\$ 6,309.90	\$ 6,309.90	\$ 1,748,766.49	\$ 5,628,890.24
207693	2	TRAMP009	TRANSFORMER, 50 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	214	\$ 4,657.10	\$ 996,618.87		
207693	3	TRAMP010	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	58	\$ 5,567.63	\$ 322,922.71		
207693	4	TRAMP011	TRANSFORMER, 100 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	23	\$ 6,633.36	\$ 152,567.30		
207693	5	TRAMP012	TRANSFORMER, 167 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	22	\$ 9,559.41	\$ 210,307.01		
207693	6	TRAMP014	TRANSFORMER, 25 KVA, 25565Y/14760 VOLT PRIMARY, 240/120 VOLT SECONDARY, PADMOUNTED, SINGLE PHASE	15	\$ 4,002.71	\$ 60,040.70		
207757	1	BKTAC010	BRACKET, ARRESTER AND CUTOFF, FIBERGLASS WITH RAYCHEM MATERIAL OVER ROD TYPE: THREE PHASE	25	\$ 331.00	\$ 8,275.00	\$ 8,275.00	
207882	1	TRACA002	TRANSFORMER, 15 KVA, 2400/4160Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	2	\$ 3,444.25	\$ 6,888.50	\$ 3,871,848.75	
207882	2	TRACA004	TRANSFORMER, 50 KVA, 2400/4160Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	12	\$ 6,463.00	\$ 77,556.00		
207882	3	TRACF001	TRANSFORMER, 50 KVA, 7620/13200Y VOLT PRIMARY, 277/480Y VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	1	\$ 6,067.40	\$ 6,067.40		
207882	4	TRACG001	TRANSFORMER, 10 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	27	\$ 3,087.75	\$ 83,369.25		
207882	5	TRACG002	TRANSFORMER, 15 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	93	\$ 3,691.50	\$ 343,309.50		
207882	6	TRACG003	TRANSFORMER, 25 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	394	\$ 4,513.75	\$ 1,778,417.50		
207882	7	TRACG004	TRANSFORMER, 50 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	226	\$ 6,350.30	\$ 1,435,167.80		
207882	8	TRACH002	TRANSFORMER, 50 KVA, 14760/25565Y VOLT PRIMARY, 240/480 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	1	\$ 6,038.65	\$ 6,038.65		
207882	9	TRACI001	TRANSFORMER, 50 KVA, 14760/25565Y VOLT PRIMARY, 277/480Y VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	1	\$ 6,008.75	\$ 6,008.75		
207882	10	TRACI002	TRANSFORMER, 75 KVA, 14760/25565Y VOLT PRIMARY, 277/480Y VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	1	\$ 8,339.80	\$ 8,339.80		
207882	11	TRACO001	TRANSFORMER, 25 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONTAMINATED ENVIRONMENT	10	\$ 5,180.75	\$ 51,807.50		
207882	12	TRACO002	TRANSFORMER, 50 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONTAMINATED ENVIRONMENT - JEA SPECIFICATION REQUIRED	8	\$ 7,225.45	\$ 57,803.60		
207882	13	TRACG002	TRANSFORMER, 15 KVA, 14760/25565Y VOLT PRIMARY, 120/240 VOLT SECONDARY, SINGLE PHASE, CONVENTIONAL	3	\$ 3,691.50	\$ 11,074.50		
							\$ 1,439,765.06	
207695	1	BOLMS036	BOLT, MACHINE, 3/4" X 14", SQUARE HEAD GALVANIZED STEEL, W/SQUARE NUT ATTACHED, (MUST BE SHIPPED IN STD. BOX QUANTITIES OF 25 EACH)	4250	\$ 3.99	\$ 16,957.50		
207695	3	CNNTS007	CONNECTOR, TRANSFORMER SECONDARY SET SCREW TYPE WITH INHIBITOR, 3/4" STUD RANGE: 10-500, 6-PORTS	5424	\$ 21.78	\$ 118,134.72		
207695	4	CNNVG003	CONNECTOR, 6-2 SOL/10-2 SOL, VISE GRIP PARALLEL, BRONZE	22600	\$ 3.77	\$ 85,202.00		
207695	5	COVIC002	COVER, "D" DIE, INSULATING, 2-1/2"	12875	\$ 0.62	\$ 7,982.50		
207695	6	FUSOH004	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 20T.	1000	\$ 2.31	\$ 2,310.00		
207695	7	FUSOH005	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 25T.	800	\$ 2.38	\$ 1,904.00		
207695	8	FUSOH007	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 40T.	1200	\$ 2.55	\$ 3,060.00		
207695	9	FUSOH008	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 50T.	1200	\$ 2.68	\$ 3,216.00		
207695	10	FUSOH009	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 65T.	1500	\$ 4.08	\$ 6,120.00		
207695	11	FUSOH010	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 80T.	1500	\$ 4.38	\$ 6,570.00		
207695	12	FUSOH011	FUSE, OVERHEAD DISTRIBUTION, 23" MINIMUM LENGTH, 100T	1500	\$ 4.86	\$ 7,290.00		
207695	13	INSHP001	INSULATOR, LINE POST, 35KV HORIZONTAL STUD BASE, UNIVERSAL CLAMP-TOP, 3/4"-10 STUD TAP, 2800# SLC, 16.76" OFFSET, 1/0-636 CONDUCTOR.	5616	\$ 100.29	\$ 563,228.64		
207695	14	TAPEL009	TAPE, ELECTRICAL 3/4" X .007" X 76' = 1 ROLL OF VINYL PLASTIC TAPE STRAND, GUY, 3/8" DIA, 7 PER STRAND, GALVANIZED STEEL, CLASS "B"	5300	\$ 5.07	\$ 26,871.00		
207695	15	GUYST005	GALV. OR BEZINOL IS ACCEPTABLE (500' COIL)	19000	\$ 0.44	\$ 8,360.00	\$ 857,206.36	
207698	1	ARRLI002	ARRESTER, LIGHTNING, 10 KV, DISTRIBUTION CLASS (MOV) WITHOUT MOUNTING BRACKET, 7.62/13.2Y NOMINAL VOLTAGE	35	\$ 50.82	\$ 1,778.70	\$ 1,778.70	
207995	1	SPLST007	SPLICE, 1/0-1/0 AL-28, STRAIGHT SHIELDED AND SUBMERSIBLE, 25-KV CLASS	1600	359	\$ 574,400.00	\$ 574,400.00	
208076	1	GUYST005	STRAND, GUY, 3/8" DIA, 7 PER STRAND, GALVANIZED STEEL, CLASS "B" GALV	14500	0.44	\$ 6,380.00	\$ 6,380.00	
207645	1	BKTAC009	BRACKET, ARRESTER AND CUTOFF, FIBERGLASS WITH RAYCHEM MATERIAL OVER ROD TYPE: SINGLE PHASE	1401	\$ 82.09	\$ 115,008.09	\$ 115,008.09	\$ 1,410,204.45
207684	1	CXAFG001	CROSSARM, FIBERGLASS, 3 5/8" X 4 5/8" X 10', 10" BOLT SPACING, ULTIMATE LOAD PER SIDE 13,000 LBS.	300	\$ 355.88	\$ 106,764.00		
207684	2	CXAFG002	CROSSARM, FIBERGLASS, 4 5/8" X 3 5/8" X 10', 10" BOLT SPACING, 39 LBS, USED FOR TANGENT CONSTRUCTION ONLY	105	\$ 200.58	\$ 21,060.90	\$ 127,824.90	
207689	1	ARREL001	ARRESTER, ELBOW, 21 KV, METAL OXIDE VARRISTER	500	147.84	\$ 73,920.00		
207689	2	ARREL002	ARRESTER, ELBOW, 9 KV, 13.2KV CLASS, MOV LOADBREAK	6	131.07	\$ 786.42		
207689	3	BKTF5001	BRACKET, FIBERGLASS STANDOFF, 2" FIBERGLASS ROD, 18" STANDOFF TO IN	5040	70.64	\$ 356,025.60		
207689	4	BOLDA004	BOLT, 5/8" X 18", DOUBLE ARMING, GALV. WITH 4 SQUARE NUTS ATTACHEI	1150	9.32	\$ 10,718.00		

BPA/PO	Line	Items	Description	Qty	Price	Total Amount	Total PO Amount	Vendor Total
207689	5	BOLDA017	BOLT, 3/4" X 18", DOUBLE ARMING, GALV. WITH 4 SQUARE NUTS ATTACHEI	1000	6.71	\$ 6,710.00		
207689	6	BOLMS021	BOLT, MACHINE, 5/8" X 16", SQUARE HEAD GALVANIZED STEEL, W/SQUARE	550	3.7	\$ 2,035.00		
207689	7	CLAHL001	CLAMP, HOT LINE, 6-1/0-MAIN, 6-1/0-TAP	3650	10.28	\$ 37,522.00		
207689	8	CLASR002	CLAMP, STRAIN RELIEF WEDGE, ALUMINUM, 1/0 TRI - 4/0 PAP	2200	3.17	\$ 6,974.00		
207689	9	CNNCP002	CONNECTOR, #2, 6-2 MAIN, 2-1/0 TAP, ALUMINUM COMPRESSION, PARALLI	11200	0.58	\$ 6,496.00		
207689	10	CNNCP004	CONNECTOR, #4, 1/0-2/0 MAIN, 1/0-3/0 TAP COMPRESSION, PARALLEL TAP.	8000	1.12	\$ 8,960.00		
207689	11	FUSOH022	FUSE, OVERHEAD DISTRIBUTION, 1.6 AMP, TRANSFORMER	6500	3.09	\$ 20,085.00		
207689	12	FUSOH024	FUSE, OVERHEAD DISTRIBUTION, 3.1 AMP, TRANSFORMER.	3500	3.09	\$ 10,815.00		
207689	13	FUSOH027	FUSE, OVERHEAD DISTRIBUTION, 7.0 AMP, TRANSFORMER.	450	3.09	\$ 1,390.50		
207689	14	FUSOH028	FUSE, OVERHEAD DISTRIBUTION, 10.4 AMP, TRANSFORMER.	330	3.09	\$ 1,019.70		
207689	15	GUAGW001	GUARD, GROUND WIRE, 1/2" X 1/2" X 96", GRAY PLASTIC	3600	1.5	\$ 5,400.00		
207689	16	GUYST005	STRAND, GUY, 3/8" DIA, 7 PER STRAND, GALVANIZED STEEL, CLASS "B" GALV	62500	0.65	\$ 40,625.00		
207689	17	INSVP001	INSULATOR, VERTICAL POST, TIE TOP 35-KV, 3/4" STUD TAP STANDARD PAC	3330	25.16	\$ 83,782.80		
207689	18	NUTEY003	NUT, EYE, 3/4", HOT DIPPED GALVANIZED	3000	2.97	\$ 8,910.00		
207689	19	PLGSO001	RECEPTACLE, SINGLE DEADEND STANDOFF, FOR USE WITH 200 AMP LOAD E	300	46.79	\$ 14,037.00		
207689	20	RECSP002	RECLOSER, SINGLE-PHASE,150KV B.I.L. 200-A, 29.7 INCH CREEP BUSHINGS, 1	9	7915.48	\$ 71,239.32		
207689	21	STICO001	STIRRUP, COMPRESSION, 2-1/0, ALUMINUM BODIES, COPPER BAIL, BAIL SIZI	2400	7.65	\$ 18,360.00		
207689	22	STULI001	STUD, LINE POST, DIA. SHANK- 3/4", SHANK LENGTH- 1-3/4", GALVANIZED S	3100	2.03	\$ 6,293.00		
207689	23	STULI003	STUD, LINE POST, DIA. SHANK- 3/4", SHANK LENGTH- 7", GALVANIZED STEEL	1540	9.32	\$ 14,352.80		
207689	24	SWEUN001	SWITCH, UNDERHUNG, HOOK DISCONNECT, 15KV 600-AMP - SWITCH AND	6	313.17	\$ 1,879.02		
207689	25	WASSF003	WASHER, SQUARE FLAT, 3" SQ X 1/4", 5/8" X 3/4" BOLT SIZE, GALVANIZED, I	51000	2.41	\$ 122,910.00		
207689	26	CLASR003	CLAMP, STRAIN RELIEF WEDGE MESSENGER, SIZE: #6 - 2/0	4500	2.71	\$ 12,195.00		
207689	27	NUTEY003	NUT, EYE, 3/4", HOT DIPPED GALVANIZED	3000	2.97	\$ 8,910.00	\$	952,351.16
207696	1	ARRLI001	ARRESTER, LIGHTNING, 3 KV, DISTRIBUTION CLASS (MOV) WITHOUT MOUNTING BRACKET, 2.4/4.16 NOMINAL VOLTAGE	8	\$ 39.10	\$ 312.80		
207696	2	ARRLI002	ARRESTER, LIGHTNING, 10 KV, DISTRIBUTION CLASS (MOV) WITHOUT MOUNTING BRACKET, 7.62/13.2Y NOMINAL VOLTAGE	15	\$ 37.80	\$ 567.00	\$	879.80
207699	1	CNNTS004	CONNECTOR KIT, TRANSFORMER SECONDARY, 3-PHASE, CABLE SIZE 750KCM, 8-OUTLETS	400	\$ 515.20	\$ 206,080.00	\$	206,080.00
207974	1	BOLMS036	BOLT, MACHINE, 3/4" X 14", SQUARE HEAD GALVANIZED STEEL, W/SQUARE NUT ATTACHED, (MUST BE SHIPPED IN STD. BOX QUANTITIES OF 25 EACH)	2350	\$ 3.43	\$ 8,060.50	\$	8,060.50

Total for Hurricane Ian \$ 8,478,859.75



Formal Bid and Award System

Award #5 March 9, 2023

Type of Award Request: INVITATION TO NEGOTIATE (ITN)
Request #: 571
Requestor Name: Ellison, Glenn L. – Mgr Automated Meter Infrastructure
Requestor Phone: (904) 665-4051
Project Title: Installation Services for Water AMI Meters and Endpoints
Project Number: Capital#736-08
Project Location: JEA
Funds: Capital
Business Unit Estimate: \$15,000,000.00

Scope of Work:

This solicitation provides installation services for a combined estimated 396,000 Water AMI Meters and Endpoints over a period of 48 months. The installation services shall include but not be limited to:

- Installation of water meter endpoints in meter lids—connect endpoint to water meter by direct connection (Twist Lock) or by cutting cable pigtail on meter and splice wires using gel-caps (Section 8)
- Replacement of meter lids and meter boxes, as appropriate
- Replacement of water meters, as appropriate
- Plugging of empty water meter lid endpoint holes
- Testing and documentation of successful meter and water meter endpoint installation
- Verification of endpoint communication to the AMI network
- Transfer of information to and from FMS

JEA separately selected an Advanced Metering Infrastructure (“AMI”) Company to install the necessary network equipment, and headend system (“HES”) software under Solicitation#1410746046.

JEA IFB/RFP/State/City/GSA#: 1410927046
Purchasing Agent: Dambrose, Nickolas C.
Is this a Ratification?: NO

RECOMMENDED AWARDEE(S):

Name	Contact Name	Email	Address	Phone	Amount
RTS WATER SOLUTIONS, LLC	Audra Shaw	ashaw@envocore.com	750 MD Route 3 South, Suite 19, Gambrills MD 21054	(816)880-6600	\$11,089,293.78

Amount for entire term of Contract/PO: \$11,089,293.78
Award Amount for remainder of this FY: \$1,620,000.00
Length of Contract/PO Term: Project Completion (Estimated Four (4) Years)
Begin Date (mm/dd/yyyy): 03/20/2023
End Date (mm/dd/yyyy): Project Completion (Estimated Four (4) Years)
Renewal Options: None
JSEB Requirement: N/A – No JSEBs identified

Respondents:

Name	Rank	Bid Amount	Score
RTS WATER SOLUTIONS, LLC	1	\$11,089,293.78	84.70
NATIONAL METERING SERVICES, INC.	2	\$15,983,493.12	74.10
VANGUARD UTILITY SERVICE, INC.	3	\$17,838,720.00	73.85
UTILITY PARTNER OF AMERICA	4	\$20,466,958.08	73.82
UMS WATER	5	\$23,570,895.36	51.48
CONCORDE UTILITY SERVICES	6	\$17,925,931.52	50.07

Background/Recommendations:

Advertised on 10/07/2022. Six (6) companies attended the optional pre-response meeting held on 10/14/2022. At Response opening on 11/01/2022, JEA received six (6) Responses. The Responses were evaluated on price, company experience, company overview, and design approach and work plan. RTS Water Solutions is deemed the highest ranking responsible and responsive Respondent. A Best and Final Offer (BAFO) was not requested due to the highest respondent being well lower in cost than budget and competitive respondents, in addition to the time sensitivity of this project. A copy of the ITN evaluation matrix summary, and pricing response workbook is attached as back-up.

On 12/12/2022, JEA received a timely notification of protest from National Metering Services and a subsequent stay of procurement was issued. On 12/21/2022, JEA held a CPO public protest hearing. In response to the hearing, JEA issued its formal CPO response on 01/18/2023 upholding the decision to award to RTS Water Solutions, LLC as recommended by the Selection Committee. National Metering Services appealed the formal CPO decision with a letter dated 01/20/2023. On 03/06/2023, a Procurement Appeals Board (“PAB”) hearing was held and the PAB concluded to uphold the CPO decision to award this contract to RTS Water Solutions, LLC.

This request is for \$11,089,293.78 and an estimated four (4) year of project completion work to install water AMI meters and endpoints. In addition to the lowest pricing, RTS Water Solutions, LLC received high rankings for its Design Approach and Workplan. A key differential was the ability and unqualified desire to utilize JEA’s work order system, FMS. Use of FMS greatly reduces data errors and subsequent rework. RTS Water Solutions, LLC will be installing the equipment which was previously awarded under Solicitation #1410746046 to Badger Meter, Inc. The implementation of a new Water AMI System will benefit JEA’s customers with increased ability to detect and prevent water theft, improved ability to detect water leaks and thereby decrease unaccounted water, better availability to customers to manage consumption by provision of online meter readings, increased bill accuracy and thus decrease high bill complaints, and reduced reliability on manually obtained reads.

The award amount is approximately \$3.9M less than the budget estimate. JEA completed a Request for Information (RFI) in February 2022 to collect budget information for this project. RTS Water Solutions, LLC’s pricing is considered to be best in class in both the RFI and the formal solicitation results.

1410927046 – Request approval to award a contract to RTS Water Solutions, LLC for Installation Services for Water AMI Meters and Endpoints in the amount of \$11,089,293.78, subject to the availability of lawfully appropriated funds.

Manager: Ellison, Glenn L. – Mgr. Automated Meter Infrastructure
Director: Wiertsema, Thomas D. – Dir. Customer Field & Meter Services
Chief: Pressley, Sheila E. – Chief Customer Officer

APPROVALS:

Stephen Datz 3/09/2023

Chairman, Awards Committee **Date**

Stephanie Nealy 3/09/2023

Budget Representative **Date**

S.No	Question	Weightage	Scorer	Scores					
				NATIONAL WATERING SERVICES, INC. (jwdr@nws.com)	UMS Water (info@ums@umswater.com)	Concorde Utility Services (info@concordeus.com)	Utility Partner of America (info@utilitypartners.com)	VANGUARD UTILITY SERVICE, INC. (sales@vumc.com)	RTS WATER SOLUTIONS, LLC (info@rtswater.com)
Grand Total of Scores				74.1	51.48	50.07	73.82	73.85	84.7
Supplier Rank				2	5	6	4	3	1
1	(35) Quotation of Rates	35		24.15	16.45	21.7	18.9	21.7	35
1.2	Quotation of Rates - Bid Form Respondent shall provide a schedule of rates to	100	Nick Danbrose	24.15	16.45	21.7	18.9	21.7	35
2	(5) Minimum Qualifications - Past Performance/Company Experience	25		18.58	21.33	12.67	23.25	18.75	21
2.2	Reference 1	50		8.5	10.08	5.38	11.17	9.58	10.17
			Gerald McInnamay	19	8.75	10	10	11.25	10
			Glenn Ellison	12.5	12.5	3.13	12.5	7.5	12.5
			Drew Watkins	3	9	3	11	9	8
2.5	Reference 2	50		10.08	11.25	7.29	12.08	9.17	10.83
			Gerald McInnamay	8.75	8.75	8.75	11.25	10	7.5
			Glenn Ellison	12.5	12.5	3.13	12.5	7.5	12.5
			Drew Watkins	9	12.5	10	12.5	10	12.5
3	(10) Company Overview	10		6.67	9	9	9.67	7	7
3.1	Maximum score for criterion is: 10 Points Provide the number of years the company has been in business. Provide the location(s) at which the company has offices. Please explain the business model(s) you use for your business. In	100		6.67	9	9	9.67	7	7
			Gerald McInnamay	3	8	7	9	5	2
			Glenn Ellison	10	10	10	10	10	10
			Drew Watkins	7	9	10	9	9	9
4	(30) Design Approach & Workplan	30		24.7	4.7	6.7	22	26.4	21.7
4.1	Maximum score for criterion is: 30 Points (1 of 3). Provide an overview of resourcing for this project, including Field Installation Personnel - Whether new or existing installers will be used (or the ratio, if mixed) - How new installers will be vetted and hired (i.e., the applicant screening and selection	100		24.7	4.7	6.7	22	26.4	21.7
			Gerald McInnamay	20.1	0	0	24.9	20.1	15
			Glenn Ellison	30	6	12	12	30	30
			Drew Watkins	24	8.1	8.1	28.1	28.1	28.1

JEA Solicitation #1410927046 Installation Services for Water AMI Meters and Endpoints

Appendix B - Response Workbook

1) Installation Services Rates

Provider shall submit pricing to provide the Services as described in this Solicitation. All bid prices shall include all parts, labor, travel, tools and materials to provide the requirements to any residential address within JEA's service territory. No additional fees shall apply.

Description of Services

1.1 Installation Services Rates - All bid prices shall include all parts, transportation, labor, tools and materials to provide the requirements. No additional fees shall apply.

Per Section 1.1) Scope of Work, "The overall implementation period is expected to span 48 months following successful negotiations, contracting, and formal Notice to Proceed. Of this period, approximately 3 months will be dedicated to the "Initial Deployment," encompassing project planning, training, set up and configuration of JEA-supplied work order management system ("FMS"), integrations, and a limited deployment of meters. Note that commencement of field activities will be dependent on stabilization of C2M (JEA's Customer Information System) and the water AMI Field Area Network operations. The number of meters to be installed during the Initial Deployment is yet to be determined by JEA. JEA expects that all software configurations, integrations, and training will be complete during the Initial Deployment. The remaining 40 to 45 months will be dedicated to "Full Deployment." During Full Deployment, Company will be expected to convert meters 1" and smaller to AMI. This timing is tentative and subject to change. A final schedule will be developed between the selected Company and JEA, which will provide a reliable approach to the installation of the Project. "

Item No	Job Description	Estimated Meter Replacement & Endpoint Installation	Estimated Endpoint Installation Only	Subtotal
1.1.1	Water Endpoint with Inline Connector (5/8")	22,256	32,577	\$1,533,891.78
1.1.2	Water Endpoint with Inline Connector (5/8" x 3/4")	18,570	63,607	\$2,298,809.57
1.1.3	Water Endpoint with Inline Connector (3/4")	58,371	167,040	\$6,305,620.36
1.1.4	Water Endpoint with Inline Connector (1")	13,686	20,309	\$950,972.06
1.1.5	<p>Fixed Rate per Service Point JEA desires a flat cost-per-service installation rate, regardless of the level of effort, or required items necessary to complete the installation. These rates shall be all-inclusive of labor and equipment to fulfill the Work, such as: warehousing and its security and utilities, work order system set-up and operation (JEA's FMS will be utilized), and management and quality labor; consumables, hardware, PPE, and vehicle maintenance; and all profit, taxes, benefits, travel, and all other overhead items. The selected Respondent will not be paid for RTUs or for work other than the flat cost specified for each converted meter.</p>		\$27.97	

1.1.6	JEA - Quotation of Rates - Installation Services Rates				
	<i>Respondent shall transfer this amount into Zycus where indicated.</i>			\$11,089,293.78	TRUE

JEA Procurement Appeals Board Written Order from March 6, 2023 Hearing

Protester: National Metering Services, Inc.

Solicitation: JEA Solicitation No. 1410927046 ITN
(Installation Services for Water AMI Meters & Endpoints)

Whereas, on December 9, 2022, JEA’s Chief Procurement Officer, Jenny McCollum (the “JEA CPO”) issued an Intent to Award Notice, listing RTS Water Solutions, LLC (“RTS”) as the respondent able to provide the best value to JEA under the Solicitation; and

Whereas, on December 12, 2022, the Protester filed a protest of the Intent to Award Notice in accordance with Section 5-101 of JEA’s Procurement Code (“Protest”); and

Whereas, on December 14th, 2022, JEA issued a stay of procurement to accommodate an Informal Protest Hearing, which was held on December 21, 2022, and for which representatives of the Protester, RTS and JEA, all of whom were represented by counsel, were present; and

Whereas, on January 18, 2023, the JEA CPO issued her decision denying the Protest, in response to which, on January 20, 2023, the Protester timely filed its Appeal of such decision pursuant to Section 5-106 of JEA’s Procurement Code (the “Appeal”); and

Whereas, on March 6, 2023, the JEA Procurement Appeals Board (PAB), consisting of Chairperson Raynetta Marshall, Tim Hunt and Steve Selders, conducted a public hearing on the Appeal, which hearing began at approximately 2:09 p.m. and concluded at approximately 3:04 p.m.; and

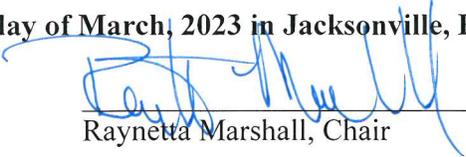
Whereas, the PAB members heard arguments and testimony from: (i) the Protester’s attorney Chip Bachara (ii) the JEA CPO and the Office of General Counsel attorney representing her, Rebecca Lavie; and (iii) RTS attorney Cindy Laquidara and an RTS representative; and

Whereas, written information regarding the Appeal and Protest was provided to the PAB members prior to the hearing by JEA and the Protesters.

Now therefore, at the conclusion of the hearing, based on the information and testimony presented, the PAB decided (pursuant to a motion made by Steve Selders, seconded by Tim Hunt, and unanimously approved by the PAB) as follows:

1. To deny National Metering Services, Inc.’s Appeal on that basis that JEA’s intended decision, regarding JEA Solicitation 1410927046 ITN, to award the scope of work to RTS, is not in conflict with JEA’s Procurement Code and Operational Procedures; is not arbitrary, capricious, dishonest, fraudulent, clearly erroneous, illegal, or without any basis in fact or otherwise must be reversed based on applicable law, all as set forth in Section 5-107 of the Procurement Code; and is not contrary to the best interests of JEA.

Effective as of the 6th day of March, 2023 in Jacksonville, Florida.



Raynetta Marshall, Chair